



ENVIRONMENTAL TECHNOLOGIES NEWS FALL 2005

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SHORT NOTICE OPPORTUNITY: EBRD ENVIRONMENTAL PROJECTS IN EURASIA CONFERENCE CALL – SEPTEMBER 29, 2005

The U.S. Commercial Service's Business Information Service for the Newly Independent States (BISNIS), together with the Business Development Division of the European Bank for Reconstruction & Development (EBRD) invite you to participate in a Conference Call to explore the role the environment plays in all of EBRD's financed projects. The call will feature Mr. Alistair Clark, Director of EBRD's Environmental Department. He will focus on all types of EBRD finance with special emphasis on the challenges to the environment in the Bank's projects, what the Bank can and is doing to address those challenges, and what implications exist on the consulting industry and what role the industry can play. The Conference Call is scheduled on Thursday, September 29 at 10:00 AM EST (9:00 AM Central Time). If you wish to participate, please RSVP to Chris Christov by COB on Wednesday, September 28. You will be notified of the Toll Free Number to call to participate in the call. You will also be e-mailed Mr. Clark's presentation in advance in order to review and prepare questions relevant to your business objectives in the region. Contact Chris Christov by phone at 202-482-4655 or by e-mail at chris_christov@ita.doc.gov.

CALENDER OF TRADE EVENTS

ENVIRO-PRO MEXICO 2005: Covers the complete spectrum of environmental protection including solid waste, recycling, water, sewage treatment, and alternative energy sources. This important environmental exhibition and congress will be held on October 12-14, 2005 at the World Trade Center in Mexico City. It will contain a specialized pavilion for T&D/Power Mexico 2005, the leading electrical energy and natural gas exhibition. The U.S. Commercial Service will be located in the U.S. pavilion along with U.S. exhibitors. For additional details, contact Commercial Specialist Francisco Ceron by e-mail at francisco.ceron@mail.doc.gov. Visit the website at www.ejkrause.com/enviopro.

ENVIRO-SHIGA 2005: The Commercial Service Osaka is organizing the fifth U.S. Pavilion at the International Environmental Business Exhibition in Nagahama, Shiga, Japan on October 19-21, 2005. Companies in pollution control equipment, renewable energy, and water resources equipment and services will have the opportunity to exhibit their products and services to potential customers in Japan's central region. For additional information, contact Commercial Assistant Chikako Akai, American Consulate Osaka by e-mail at chikako.akai@mail.doc.gov. Visit the website at www.buvusa.gov/japan/en/event.html.

11TH WORLD LAKE CONFERENCE & EXHIBITION: Is coming to Nairobi, Kenya for the first time on October 31 – November 4, 2005 at the Kenyatta International Conference Center. The Kenyan Government has taken major reforms in the water sector with the goal of providing clean

drinking water to its people by 2015 and the private sector has a major role to play. For additional information, please contact John Mwangi, AITEC Kenya, by e-mail at john@aitecafrica.com. Visit the website at www.ileckenya.go.ke.

ENVIRONMENTAL TRADE MISSION TO CENTRAL EUROPE: The U.S. Department of Commerce's Environmental Technologies Team invites you to participate in the Environmental Technologies Trade Mission to Poland, Hungary, and Czech Republic on November 7-11, 2005. A trade mission is the most cost-effective way to meet pre-screened business contacts and the timing is ideal. European Union accession requirements have tightened environmental performance standards in these countries, driving demands for new equipment, technology, and services. Poland plans to modernize storage systems, encapsulate transport equipment, reduce sulfur levels in liquid fuels, and upgrade sewage plants, factories, and recycling facilities. Hungary looks to invest US\$4 billion in wastewater treatment, US\$1.05 billion in waste management, and at least US\$100 million in air pollution control equipment. The Czech Republic needs to spend US\$10 billion over the next seven years on EU compliance. To express your interest in this Trade Mission, please contact Project Manager Bill Cline, Reno Export Assistance Center, by phone at 775-784-5203 or by e-mail at bill.cline@mail.doc.gov or Yvonne Jackson, Global Trade Programs, by phone at 202-482-2675 or by e-mail at yvonne.jackson@mail.doc.gov.

CATALOG SHOW AT INTERNATIONAL INDUSTRIAL ENVIRONMENTAL TRADE SHOW (FIMAI): Is scheduled to take place in Sao Paulo, Brazil from November 8-10, 2005. FIMAI will take place for the 7th consecutive year and targets the industrial market. FIMAI is the major event in the Brazilian environmental sector. Show exhibitors include environmental consulting companies, service providers, and equipment manufacturers in the business of solid waste treatment, site contamination treatment companies, environmental laboratories, recycling technologies, transportation, effluent treatment, air pollution controls, and water and wastewater treatment companies. For additional information, please contact Commercial Specialist Teresa Wagner, U.S. Commercial Service Sao Paulo, by e-mail at teresa.wagner@mail.doc.gov. Visit the show website at www.meioambienteindustrial.com.br.

ENVIRO ASIA 2005: Is scheduled to take place on November 9-11, 2005 in Singapore. This show covers the sectors including environmental management, recycling technology, water treatment, waste management, air pollution control, clean energy, cleaning management, and pest control. For additional information, contact Commercial Specialist Haw Cheng Ng, American Embassy Singapore, by e-mail at hawcheng.ng@mail.doc.gov. Visit the website at www.enviroasia.com.sg.

POLECO 2005: Poleco represents one of the largest Central European shows in technology and devices for water, ground, and air protection, noise and vibration control, atmospheric pollution monitoring, wastes (treatment, collection and transport, recycling & utilization, storage) energy, industrial and power industry building, and municipal maintenance equipment. The show will be held on November 15-19, 2005 in Poznan, Poland. If interested, contact Commercial Specialist Ania Janczewska, American Embassy Warsaw, by e-mail at ania.janczewska@mail.doc.gov. Visit the website at <http://poleko.mtp.pl/en>.

POLLUTEC 2005: Pollutec is the only comprehensive exhibition that covers the major environmental technology sectors including water, air, waste, soils, recycling, energy, noise, and engineering. The show will take place on November 29-December 2, 2005 in Paris, France. If you are interested in exhibiting in the U.S. Pavilion, please contact Commercial Specialist Everett Wakai, American Embassy Paris, by e-mail at everett.wakai@mail.doc.gov. Visit the website at www.buyusa.gov/france/en/pollutec05.html or www.pollutec.com.

ENVIRONMEX ASIA 2005 & WATERMEX ASIA 2005: Will take place in Singapore on November 29-December 2, 2005. The event will feature measurement and testing equipment, waste management and recycling, air pollution control equipment, and all aspects of water treatment and management. For additional information, please contact Mark Alt, Kallman Exhibitions, by phone at 201-652-7070 or by e-mail at mark@kallmaninc.com. Visit the websites at <http://www.enviromexasia.com> or <http://www.watermexasia.com>. CIA Environmental 2005 for process engineering technology and process control, automation, instrumentation, analytical &

laboratory technology and services is also taking place during this show. Visit the website at www.cia-asia.com.

TAU EXPO 2006: Tau Expo is a unique venue attracting all the major players in the market of environmental preservation and alternative energy. The four-day show brings together the swelling numbers of people seeking green-friendly technology and makers of fast-forward products. Urban planning and preservation of natural resources have become priority issues in Italy. The show takes place on January 24-27, 2006 in Milan, Italy. For additional information, contact Commercial Specialist Nicoletta Postiglione, American Consulate Milan, by e-mail at nicoletta.postiglione@mail.doc.gov. Visit the website www.fieremostre.it.

WATER, WASTEWATER & WATER TREATMENT CHINA 2006: The Commercial Section of the Consulate General of the USA in Guangzhou invites American firms to participate in their proposed U.S. Pavilion at this trade show which will be held on March 6-9, 2006 in Guangzhou, China. It's a famous international water and wastewater industry and technology trade fair to promote American technology and equipment to treat wastewater, civil refuse, air purification, and industrial refuse. To get exhibit details, please contact Commercial Specialist Diana Liu by e-mail at diana.liu@mail.doc.gov. Visit the show website at www.waterchina-gz.com.

POLLUTEC CHINA 2006: Will take place at the Shanghai International Exhibition Center in Shanghai on March 8-10, 2006. It's the world's leading environmental protection industry show and it will focus on the fasted growing sectors including air, water, energy and renewable energy, noise, and waste management and recycling. The U.S. Commercial Service in Shanghai invites U.S. companies to exhibit in the U.S. Pavilion. For additional details, please contact Amanda Ayvaz, Global Trade Programs, at 202-482-0338 or by e-mail at amanda.ayvaz@mail.doc.gov. Visit the website at www.pollutec-china.com.

GLOBE 2006: Offers U.S. environment companies a comprehensive introduction to Canada, as well as, exposure to other international markets, especially in Asia. Globe will take place on March 29-31, 2006 in Vancouver, British Columbia. Best prospect industries include water and wastewater treatment, pollution prevention, environmental engineering, renewable energy systems, 'green building' products, plus products/services for the 2010 Winter Olympics in Vancouver. The U.S. Commercial Service Canada team is offering two ways to participate in Globe, a booth in the U.S. Pavilion or a Customized 'On-Site' Promotion Program. Contact Commercial Specialist Cheryl Schell, U.S. Commercial Service Vancouver, by e-mail at cheryl.schell@mail.doc.gov or Commercial Specialist Richard Vinson, U.S. Commercial Service Halifax, by e-mail at richard.vinson@mail.doc.gov. Visit the show website at www.globe2006.com.

WATER EXPO CHINA 2006: Is scheduled to take place on April 24-29, 2006 in Beijing. Water management has become one of China's most critical issues for the 21st century. The show will promote the development and advancement of the water resources focusing on city water consumption, daily water usage, sewage treatment, anti-flood and disaster minimization, water and earth maintenance, and hydroelectric power. For general information, please contact Commercial Specialist Yi Wang, U.S. Commercial Service Beijing, by e-mail at yi-wing@mail.doc.gov. Visit the show website at www.expocommcn/waterexpo.

AQUATECH 2006: The world's leading trade event for process, drinking, and wastewater will take place on September 26-29, 2006 in Amsterdam. It's the place to meet water professionals from all over the world who wish to keep abreast of all the latest developments in the water market. For additional details, please contact Commercial Specialist Jennifer Ritfield, American Embassy The Hague, by e-mail at jennifer.ritfield@mail.doc.gov. Visit the show website at www.aquatechtrade.com/amsterdam.

ENTSORGA-ENTECO 2006: Exhibit in the USA Pavilion at Ensorga-Enteco 2006, the world's largest trade show for waste management and environmental technology. It will take place on October 24-27, 2006 in Cologne, Germany. Major product categories include supply, treatment and disposal; solid and liquid materials; water and wastewater; technology and logistics; air and noise, and renewal sources of energy. For more information, contact Darrin Stern, Koelnmesse, Inc.,

Cologne International Trade Fairs, by phone at 773-326-9925 or by e-mail at d.stern@koelnmesse.de.

EU STANDARDS ASSISTANCE

Gwen Lyle, Standards Attache, United States Mission to the European Union, Belgium, had a meeting with the Secretary General of the European Environmental Citizens Organization for Standardization (ECOS), Mr Ralf Lottes. Mr. Lottes shared an annual report and discussed information about ECOS' participation in European standardization. Over 20 ECOS experts attended 68 technical meetings last year to promote an environmental agenda in a number of areas related directly to environmental technologies. Although ECOS experts are not voting members, they attempt to influence the decision of the technical committees. Mr. Lottes offered ECOS' assistance to American companies with innovative environmental products if they find they need help getting consideration of their products in the technical committees of the European Standardization Organizations. He said that promoting environmentally sound technology was more important to his organization than protecting European industry. If you are interested in receiving assistance from ECOS, you may contact Gwen Lyle directly by e-mail at gwen.lyle@mail.dod.gov or write to info@ecostandard.org. ECOS does not have a website.

INFORMATION SITES TO VISIT

ENVIRONMENTAL E-MARKET EXPRESS: The Environmental e-Market Express was created to provide monthly updates regarding new environmental market research reports, trade leads, and events generated by U.S. Commercial Service Specialists in American Embassies and Consulates worldwide. You can register to receive this on-line monthly newsletter directly by visiting the website at www.buyusa.gov/eme/enviro.html.

ENVIRONMENTAL TECHNOLOGIES INDUSTRIES OFFICE: The Environmental Technologies Industries (ETI) Office in Washington, D.C. was created specifically to help U.S. companies in the environmental industry compete and win as they expand their markets overseas. On the ETI website, www.environment.ita.dod.gov, you will find news and industry facts, regional and industry trade specialists, calendar of events, market research, trade associations, environmental journals and periodicals, websites, newsletters, and trade finance.

U.S.-CHINA ENVIRONMENTAL BIZ NEWSLETTER: The U.S.-China Environmental Biz Newsletter is published monthly by Commercial Specialist Stellar Chu, American Consulate Shanghai. It contains information on trade leads and government tenders, trade events, marketing information, and news updates. To subscribe to the newsletter, please send an e-mail with your name, e-mail address, and complete organization contact information (telephone, fax, address) to stellar.chu@mail.dod.gov. For up-to-date information about the environmental sector in China, visit the website www.buyusa.gov/china/en/environmental.html.

U.S.-ASIA ENVIRONMENTAL PARTNERSHIP (US-AEP): Is a regional program of the U.S. Agency for International Development (USAID) that promotes sustainable economic growth and improves the quality of life for the people of Asia by working towards cleaner and healthier cities. The six Asian countries include India, Indonesia, Philippines, Sri Lanka, Thailand, and Vietnam. Visit the website www.usaep.org.

ASIAN DEVELOPMENT BANK: The U.S. Commercial Service Liaison Office to the Asian Development Bank (CS ADB) is a part of the U.S. Department of Commerce's global network of export development offices. CS ADB helps U.S. firms target their efforts through counseling and market research, introductions/appointments with key ADB officer, electronic distribution of monthly new project alerts, regular ADB Business Opportunity Seminars in the U.S. and Asia, and through individual advocacy to ensure fair and transparent competition. To learn more about ADB business opportunities, please visit the CS ADB website, <http://www.buyusa.gov/adb>.

SHOWCASE EUROPE – ENVIRONMENTAL TECHNOLOGIES: If you're looking for new export markets and business opportunities for your environmental products and services in Europe, you should look at the website, www.buyusa.gov/europe/environmental_technologies.html. The website contains information on trade events, market research reports, and links to other in-country organizations and resources.

EUROPEAN BANK FOR RECONSTRUCTION & DEVELOPMENT (EBRD): The EBRD is directed to promote environmentally sound and sustainable development. Project finance for private and state sectors projects is EBRD's core business. All projects provide a number of procurement opportunities. U.S. companies can access information about projects through the EBRD website at www.ebrd.com/oppor/procure/opps/index.htm.

THE ECOLINKS PROGRAM: EcoLinks, an initiative of the U.S. Agency for International Development (USAID), promotes market-based solutions to urban and industrial environmental problems in Central Europe and Eurasia. The program functions by facilitating trade and investment partnering and by providing financial assistance. Visit the website at www.ecolinks.org.

INTER-AMERICAN DEVELOPMENT BANK (IDB): The IDB is an international institution that funds development projects for its 26 Latin American and Caribbean countries. U.S. firms interested in participating in procurements funded by IDB loans can use their website, www.iadb.org, to get information on the project development process and procurement rules.

U.S. TRADE & DEVELOPMENT AGENCY (USTDA): USTDA helps U.S. companies pursue overseas business opportunities through the funding of feasibility studies, orientation visits, training grants, conferences, and various forms of technical assistance in middle income and development countries. Visit USTDA's website at www.tda.gov.

OVERSEAS PRIVATE INVESTMENT CORPORATION (OPIC): OPIC was established to help U.S. businesses invest overseas, fosters economic development in new and emerging markets, complements the private sector in managing risks associated with foreign direct investment, and supports U.S. policy. Because OPIC charges market-based fees for its products, it operates on a self-sustaining basis at no cost to taxpayers. Visit OPIC's website at www.opic.gov.

THE GLOBAL TRADE & TECHNOLOGY NETWORK: International Business Linkages launched the public website for the Global Trade & Technology Network (GTN) program. The GTN program with a network of representatives in developing countries, enables buyers and suppliers to access international markets using its internet-based trade lead portal. GTN is funded by the U.S. Agency for International Development (USAID). Visit the website at www.usgtn.net or contact Peter Fleischmann, U.S. Outreach Coordinator, by phone at 908-668-1865 or by e-mail at pfleischmann@usgtn.net.

THE ENVIRONMENTAL BUSINESS JOURNAL (EBJ): Is the leading business publication for companies operating in the environmental industry. EBJ provides a strategic overview and an independent perspective on market trends and business strategies that affect this changing industry. Subscribers get access to primary research by Environmental Business International (EBI) staff, first-hand results of detailed market surveys and in-depth assessments of environmental markets. Each issue presents a specific industry segment or management issue. Visit the website at <http://environmental-industry.com/ebj/ebj.html>.